

# Investor Presentation November 2020

#### Safe Harbor



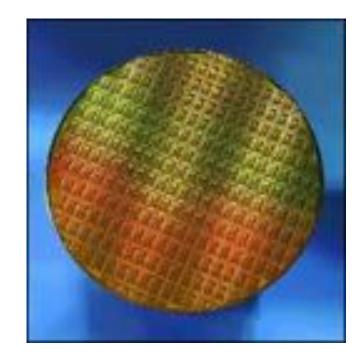
This presentation contains forward-looking statements concerning Atomera Incorporated (""Atomera," the "Company," "we," "us," and "our"). The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "plan," "expect" and similar expressions that convey uncertainty of future events or outcomes are intended to identify forward-looking statements. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those disclosed in the section "Risk Factors" included in our Prospectus Supplement filed pursuant to Rule 424(b)(5)with the SEC on September 2, 2020. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in our forward-looking statements. You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur.

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#### **Investment Overview**



- Mears Silicon Technology (MST<sup>®</sup>) is a thin film used to enhance semiconductors
  - Results in higher performance, lower power, and lower costs for ICs
- Capital-light IP licensing business
  - Robust and growing patent portfolio
- Engaged with 50% of world's top semiconductor makers
- Licenses with three companies
- Strong team to commercialize technology
  - CEO ran \$1B+ divisions at Broadcom and Altera
  - Founder/CTO co-invented the EDFA for long-haul optical applications
  - Deeply experienced materials science and semiconductor engineering team



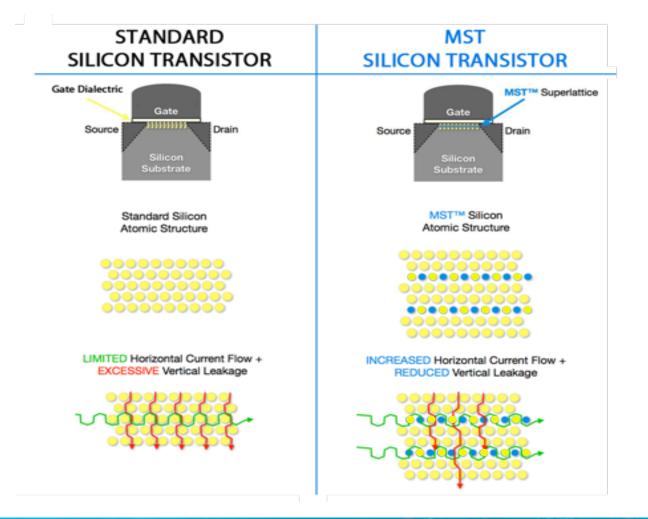
## A better way for industry R&D





## MST Technology





#### **Potential Benefits**

- Improved Efficiency
  - Higher transistor performance
  - Lower power consumption
  - Better reliability

#### Lower cost

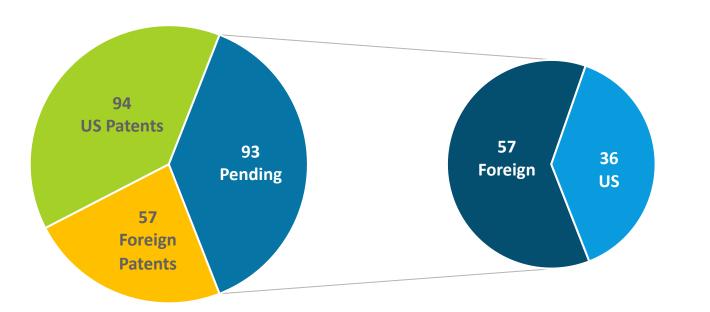
- Reduced die size
- Improved yield
- Higher throughput
- Same benefits as a node shrink

#### Patent Portfolio

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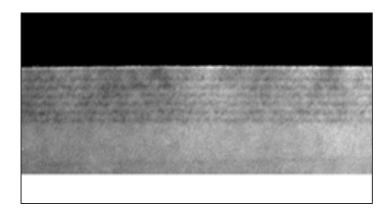


#### **244 Patents Granted and Pending**



Core MST Method and Device MST Enabled Devices/Architecture Next-Gen Architectures using MST

#### Discoverable



These distinctive layers are visible on products using MST

#### **Extensive know-how**

Extends life and value of patents

#### **Target Customers & Partners**





# Customer engagement and revenue model



		Customer Wafer Manufacturing										
		Atom	nera MST <sup>®</sup> Deposition	Customer MST <sup>®</sup> Deposition								
Phase	1. Planning	<b>2</b> . Setup	3. Integration	4. Installation	5. Qualification	6. Production						

Engineering Service Fees	<ul> <li>MST deposition on customer wafers</li> <li>Integration consulting</li> </ul>	
	<ul> <li>Integration licenses</li> <li>Manufacturing licenses</li> <li>Distribution licenses</li> </ul>	
	Joint Development Agreements	Royalties

#### Joint Development Agreements

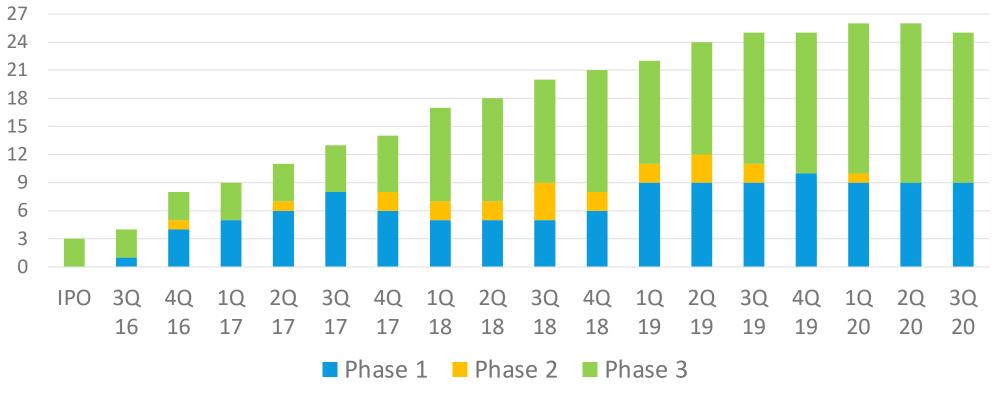


- Target large potential customers
- Multiple production nodes
- Multiple technology and product divisions
- Agreement will be designed to integrate both development, licensing components and manufacturing requirements

#### **Customer Pipeline**



#### **Number of Customer Engagements**



- 19 customers, 25 engagements
- Working with 50% of the world's top semiconductor makers\*

# **Royalty opportunity**



- ~370 wafer fabs operating worldwide
- Adoption of MST in *one fab* can make Atomera profitable from royalties alone
  - 2020 non-GAAP OPEX guidance is \$12.75-13.25M

Example 1. Worldwide Avera	ge Fab	Example 2. Leading Foundry, 28nm Fab					
Monthly Fab Capacity <sup>1</sup> (wafers/month)	49,000	Monthly Fab Capacity (wafers/month)	80,000				
Industry average wafer ASP - 2018	\$1,136	Industry average 28nm wafer ASP	\$3,000				
<b>Annual Revenue Potential</b> <sup>2</sup>	\$13M	Annual Revenue Potential <sup>2</sup>	\$58M				
Annual Revenue at 50% of ramp <sup>2</sup>	\$6.7M	Annual Revenue at 50% of ramp <sup>2</sup>	\$29M				

1. Represents wafers starts per month (200mm equiv) – 217.3M starts in 370 fabs

2. Assumes 2% royalty rate

Source: IC Insights Global Wafer Capacity 2019-2023 report, McClean Report 2019

#### MST customer business opportunity



- Standard industry fab wafer pricing, GM, and cost
  - 15% performance improvement option raises price by \$150

		Vafer		G	M\$			
	selling Price		selling		Increase		o wafer	
			GM%	over base		Cost*		
28nm HP wafer - base	\$	3,000 45%		\$	-	\$	1,650	
28nm HP+ wafer		3,150	45%	\$	68	\$	1,733	15% improvement in performance

- MST provides a 30+% performance improvement to 28nm wafers
  - Allows fabs to raise their price by \$300

Atomera royalty			2%		\$ 66	
28nm HP wafer with MST	\$	3,300	47.4%	\$ 214	\$ 1,736	30% improvement in performance

- Instead of a performance boost, MST can be used to make a smaller die size
  - Fabs typically increase their prices by half the total die shrink made available to their customers

Atomera royalty			2%		\$ 68	
28nm HP wafer with MST	\$	3,375	48.5%	\$ 288	\$ 1,738	25% die size reduction, 12.5% price increase

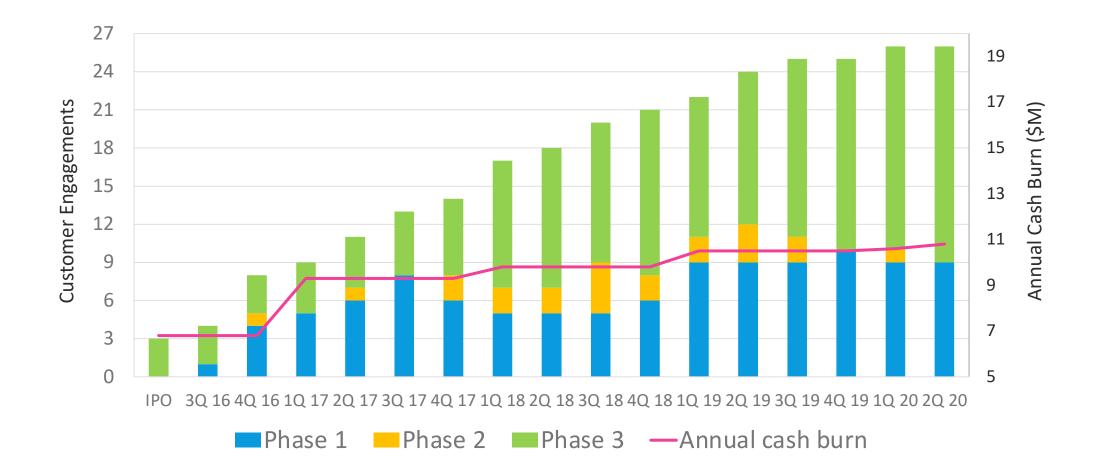
• Fabs make greater than \$200 additional profit on each MST wafer and Atomera makes ~\$67

\* Additional MST processing cost ~\$20

atomera confidential

## Cash Efficient Growth





# Financial review



	FY 2019	Q1 '20	Q2 '20	Q3 '20	YTD 2020	Balance Sheet 09	/30/20
GAAP Results						Cash	\$25.30M
Revenue	\$0.53M	\$0.06M	\$-	\$-	\$0.06M	Debt	-
Gross Profit	\$0.28M	\$0.05M	\$-	\$-	\$0.05M	Shares Outstanding	21.0M
Operating Expense							
R&D	\$7.7	\$2.1M	\$2.1M	\$2.0M	\$6.2M		
G&A	\$5.2	\$1.4M	\$1.5M	\$1.3M	\$4.2M		
S&M	\$1.0	\$0.2M	\$0.2M	\$0.2M	\$0.6M		
Total Operating Expense	\$13.9M	\$3.7M	\$3.8M	\$3.6M	\$11.1M		
Net Loss	(\$13.3M)	(\$3.6M)	(\$3.8M)	(\$3.6M)	\$11.0M		
Loss Per Share	(\$0.84)	(\$0.22)	(\$0.21)	(\$0.19)	(\$0.62)		
Reconciliation between GAAP & Non-GAA	AP.						
Net Loss (GAAP)	(\$13.3M)	(\$3.6M)	(\$3.8M)	(\$3.6M)	(\$11.0M)		
Stock-Based Compensation	\$2.9M	\$0.6M	\$0.8M	\$0.8M	\$2.2M		
Warrant Modification	-	\$0.1M	-	-	\$0.1M		
Other income (expense)	(\$0.3M)	-	-	-	-		
Adjusted EBITDA (Non-GAAP)*	(\$10.7M)	(\$2.9M)	(\$3.0M)	(\$2.7M)	(\$8.6M)		

\* Adjusted EBITDA is a non-GAAP financial measure. A full reconciliation of GAAP and non-GAAP results is contained in our Q3 press release. Some totals reflect rounding.





- High margin, recurring revenue financial model
- Strong technology and patent position
- Traction with many top industry players and growing licensee base
- Ramping commercial license revenues

# atomera

Thank You

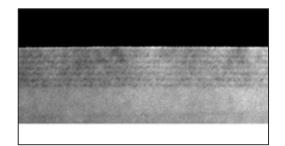
# Backup Slides



# MST<sup>®</sup> : Mears Silicon Technology



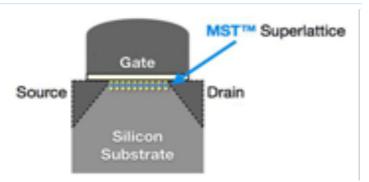
#### Partial monolayers of Oxygen in Silicon



# Supported by major Semiconductor tool suppliers



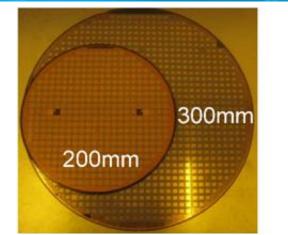
#### MST enhanced Transistors



**Quantum Engineered Silicon** 

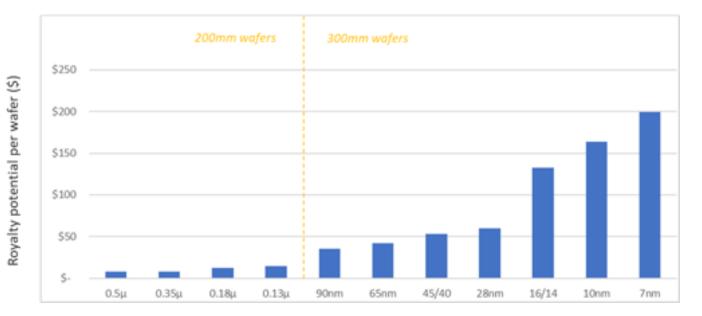
# 300mm Epi tool







300mm Epi Deposition Tool



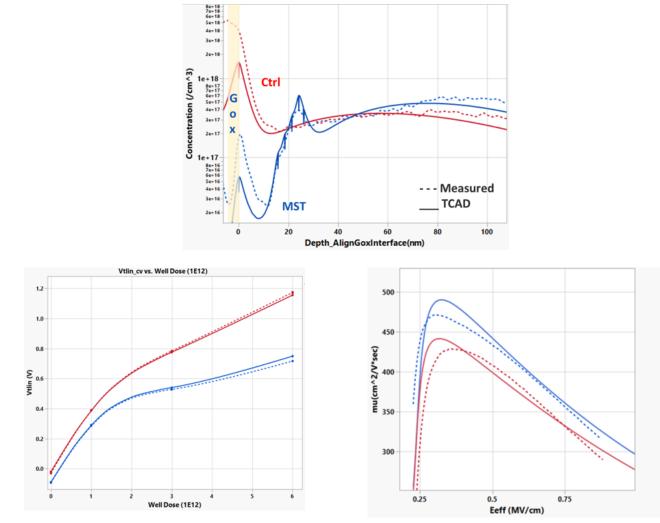
Source: The McClean Report - 2019

#### Atomera MSTcad<sup>™</sup> progress



#### Boron 6E12 15KeV SIMS

- Leading semiconductor companies use TCAD
- MST is modelled with a TCAD add-on called MSTcad
- These plots show silicon verification of MSTcad simulations
- Enables good electrical match-up for 5V NMOS and MST SP
- Should speed time to successful results with customers



# **Atomera Licensees**



#### Atomera Licenses MST Technology to Asahi Kasei Microdevices (AKM)

manageries.

- Analy Kane Microbiology and according to an advances of Mgb and gas (advance) and according to the SCO and according to the Scotland Memory's Microbiology \* (MCS).
- This agreement reprisents the first former memory for Warners and the beginning of our conversion learners beamers.
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#### Atomera Licenses MST to STMicroelectronics

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#### Atomera to License MST Technology to RF Semiconductor Solution Provider for Mobile 5G Markets

This lotspratus license agreement provides rights to develop a next particular RF plathers using MST technology UCN GATTE CAR. Con 20, TOTT DISORD NEW/WIREL — Managed Incorporated Statistical Statistical and an advantage materials portion and a statistical portion of the second statistical development of the second statistical develo

# Asahi **KASEI**

life.augmented

Large fabless RF semiconductor company

## MST1 vs MST2



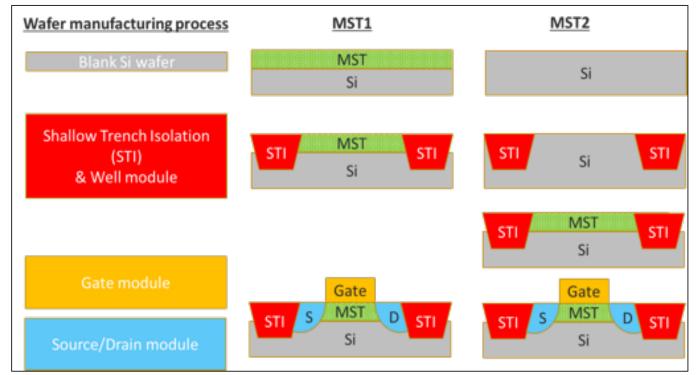
#### • MST1

- Blanket technology
- Easy to integrate
  - Deposited at beginning of mfg process
- Degraded by high heat in STI/Well module
- Faster time to market for low heat processes
- Used for FinFET, RFSOI, newer process nodes

#### • MST2

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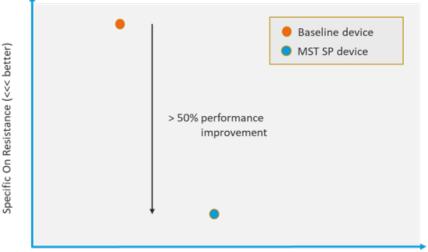
- Selective technology
  - Integrated after STI/Well so avoids highest heat
- More flexible to apply to selected areas only
- Used for 5V, Analog, older process nodes



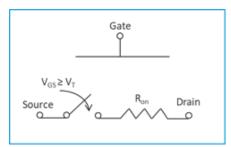
## **5V Analog Breakthrough**



- <u>3. Breakthrough performance achieved on 5V analog products</u>
- Large segment of the overall analog market
- Atomera has targeted ~20% improvement on 5V devices
- In April Atomera demonstrated a 50%+ improvement
  - Using MST-SP technology
  - Relatively fast and easy to implement
- Expected to give many business advantages
  - Time to license, accelerated time to royalty, negotiating leverage
  - Applicable to even more markets
- Market size: ~\$33B, or \$660M in royalties

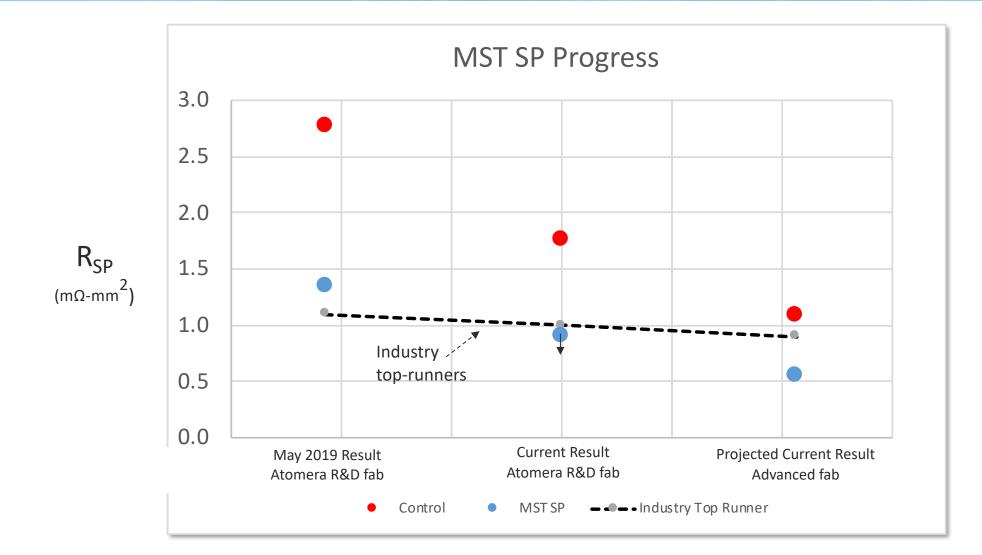






# MST-SP progress





## MST matching performance



- Transistor mismatch is an industry problem
- Certain circuit designs benefit from mismatch reduction
  - A-D convertors
  - SRAM
  - Flash
  - DRAM sense amplifiers
- MST can reduce mismatch by more than 50%
- Details available at Atomera's website
  - blog.atomera.com

